

## Message Text

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ACTION NEA-10

INFO OCT-01 ISO-00 EB-08 /019 W  
-----111205 301320Z /46

R 300640Z AUG 77  
FM AMEBBASSY ABU DHABI  
TO SECSTATE WASHDC 6559  
INFO AMEMBASSY JIDDA  
AMEMBASSY KUWAIT  
AMEMBASSY MANAMA  
USLO RIYADH  
USDOC WASHCC

UNCLAS ABU DHABI 2450

E O 11652: NA  
TAGS: BEXP, TC  
IUBJ: PROPOSED SOUTH CAROLINA STATE TRADE AND FINANCIAL MISSION

REFS: A) STATE 204173, B) ABU DHABI 2014 (NOTAL)

1. EMBASSY WELCOMES SUBJECT MISSION IN GENERAL TIME FRAME PROPOSED. WE EXPECT NO U.S. OR LOCAL HOLIDAYS DURING MARCH, 1978.
  2. SCHEDULE: OUR REACTION TO PROPOSED SCHEDULE IS THAT S.C. DEVELOPMENT BOARD IS TRYING TO ACCOMPLISH TOO MUCH IN SHORT PERIOD - ESPECIALLY IN FRONT END OF THEIR TIME-TABLE. MISSION MEMBERS WILL NOT BE VERY LIVELY FOR SEVERAL DAYS FOLLOWING 17-HOUR FLIGHT CROSSING EIGHT TIME ZONES, AND RAPID SUCCESSION OF CALLS ON BAHRAIN, ABU DHABI, DUBAI, AND JIDDA IS LIKELY TO REDUCE THEM TO STATE OF TOTAL EXHAUSTION. STOP IN ABU DHABI IN PARTICULAR WILL BE REGULAR WHIRLWIND. MISSION ARRIVES TOO LATE ON WEDNESDAY, MARCH 8 EVEN TO RECEIVE EMBASSY BRIEFINGS WHICH MEANS MISSION'S ENTIRE BUSINESS IN ABU DHABI - BRIEFINGS, CALLS ON GOVT OFFICIALS AND LOCAL BUSINESSMEN, AND RECEPTION - MUST BE CRAMMED INTO THURSDAY. FRIDAY, BEING LOCAL WEEKEND, OFFERS SCANT POSSIBILITIES TO CONDUCT BUSINESS. IF MISSION IS TO COME TO
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ABU DHABI WE REQUEST THAT IT SPEND AT LEAST TWO FULL WORKING DAYS HERE TO PERMIT US TO SCHEDULE FULL YET UNRUSHED PROGRAM. DURING PREVIOUS MISSIONS WE HAVE SEEN LOCAL CHAMBER OF COMMERCE OFFICIALS REACT NEGATIVELY IF THEY THOUGHT THAT ABU DHABI WAS BEING SLIGHTED IN FAVOR OF JIDDA, KUWAIT, ETC, AND WE FEEL PROPOSED SCHEDULE IN ADDITION TO BEING TOO GRUELLING RISKS EVOKING SAME REACTION. ITINERARY FOR DUBAI IS ACCEPTABLE IN THAT MISSION

IS SCHEDULED TO ARRIVE SUFFICIENTLY EARLY IN EVENING ON MARCH 10 FOR EMBASSY BRANCH OFFICE DUBAI BRIEFINGS AND WILL THEN STILL HAVE TWO FULL WORKING DAYS FOR CALLS. WE STRONGLY URGE ALLOCATING THREE FULL WORKING DAYS TO EACH OF ABU DHABI AND DUBAI. HOWEVER WE CAN LIVE WITH TWO DAYS IN EACH LOCATION.

3. IF SCHEDULE IS TO BE ADJUSTED, WE POINT OUT POSSIBILITY OF MOVING MISSION FROM ABU DHABI TO DUBAI IN TAXIS (ABOUT DOLS 25 PER TRAVELLER FOR THE TWO HOUR TRIP). THIS WILL FREE MISSION FROM THE ABU DHABI - DUBAI AIRLINE SCHEDULES. AS A MATTER OF TRAFFIC SAFETY WE DO NOT, HOWEVER, RECOMMEND MAKING THIS TRIP AFTER DARK.

4. IF MISSION SCHEDULE CANNOT BE ADJUSTED AS URGED PARA 2 ABOVE, IT MIGHT BE ADVISABLE TO SPLIT MISSION IN UAE, LEAVING THOSE FIRMS WITH BEST PROSPECTS IN ABU DHABI HERE FOR AN EXTRA WORK DAY (SATURDAY) WHILE THOSE PARTICIPANT S WITH BETTER MARKETS IN DUBAI GO THERE. THOSE REMAINING IN ABU DHABI WOULD RENDEZVOUS WITH REMAINDER OF PARTY IN DUBAI LATE SATURDAY AFTERNOON OR SUNDAY MORNING. READY AVAILABILITY OF INTERCITY TAXIS FACILITATES THIS KKND OF SCHEDULING. TO PROCEED WITH THIS KIND OF AN ITINERARY WE WOULD NEED TO KNOW THE NATURE OF EACH PARTICIPANT'S PRODUCTS NOT LESS THAN THREE MONTHS IN ADVANCE OF THE MISSION'S ARRIVAL IN ORDER TO MAKE THE REQUIRED HOTEL RESERVATIONS.

5. SIZE OF MISSION: TEN INDUSTRIAL FIRMS AND FIVE BANKS WOULD  
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MAKE FOR VERY LARGE AND UNWIELDY MISSION WHICH WOULD SYRAIN LOCAL FACILITIES TO THE LIMIT. WE WOULD PREFER THAT MISSION BE LIMITED TO NOT MORE THAN 13 PARTICIPANTS INCLUDING THE MISSION DIRECTOR.

6. CONFLICTS WITH OTHER EVENTS: PROPOSED TIMING FOR DUBAI FALLS CONVENIENTLY BETWEEN MIDDLE EAST TRANSPORT EXHIBITION (FEB 26-MARCH 4) AND MIDDLE EAST EDUCATION EXHIBITION (MARCH 19-MARCH 25) BOTH OF WHICH WILL TAKE PLACE IN THAT CITY (SEE REF B). ANY REVAMP OF SCHEDULE SHOULD AVOID PUTTING MISSION IN DUBAI CONCURRENT WITH EITHER OF THESE EXHIBITIONS. WE KNOW OF NO OTHER EVENTS SCHE- DULED FOR MARCH, 1978 EXCEPT A SHIP VISIT PLANNED FOR THE FIRST DAY OF THE MONTH IN DUBAI.

7. MISSION MEMBERS SHOULD BE PERSONS OF SUFFICIENT AUTHORITY WITHIN THEIR FIRMS TO CONCLUDE ON THE SPOT THE KIND OF DEALS THEY PLAN TO DISCUSS. THEY WILL MEET WITH TOP-LEVEL PEOPLE IN COMPANIES HERE.

8. OUR EXPERIENCE IN UAE IS THAT TRADE MISSION MEMBERS WILL HAVE TO SHARE DOUBLE ROOMS EVEN WHEN HOTEL RESERVATIONS ARE MADE MANY MONTHS IN ADVANCE. BUSINESSMEN WHO ARE NOT WILLING TO DO THIS

SHOULD NOT JOIN MISSIONS TO UAE.

9. MEDICAL FACILITIES IN UAE ARE NOT THE EQUAL OF THOSE IN SOUTH CAROLINA. MISSION MEMBERS SHOULD THEREFORE ALL BE IN EXCELLENT HEALTH.

10. MISSION BROCHURES AND PARTICIPATING COMPANY CATELOGS SHOULD BE

RECEIVED BY POST NO LATER THAN FOUR WEEKS IN ADVANCE OF MISSION ARRIVAL TO ALLOW FOR GOOD MISSION PROMOTION.

11. ALL MISSION MEMBERS SHOULD ARRIVE WITH UAE VISAS OBTAINED IN ADVANCE.

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12. DOES PARA 2 REF A MEAN THAT AN ADVANCE MAN FROM SOUTH CAROLINA WILL VISIT UAE IN JANUARY?  
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## Message Attributes

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